



18th NREL Industry Growth Forum

Financing the Path to a Clean Energy Future
San Francisco, California – November 7-9, 2005

Forum Agenda

Monday, November 7, 2005

“Fast Trak” Business Case Development

8:00 – 11:30 AM

Richard Amato, Clean Energy Incubator, and a FastTrac Master Facilitator, will present a version of FastTrac's Listening to Your Business workshop. This hands-on workshop is designed to provide entrepreneurs and business managers with the critical evaluation tools and action steps needed to maximize the growth and profitability of their businesses. The half-day workshop consists of a four-step evaluation and action process designed to enhance your company's performance, now and into the future including developing and evaluating a strategic, three-year vision for your business.

11:30 – 1:00PM **Lunch on your own**

Special Session: Financial Risk Assessment & Mitigation

1:00 – 1:45 PM

Martin Whitaker, Swiss RE, one of the largest reinsurers, will provide insights into how a global diversified financial services company views the market drivers and risk patterns affecting the clean energy market.

Special Session: Clean Technology Performance & Patterns

1:00 – 1:45 PM

Diana Propper, Expansion Capital will discuss results of a recent study published by CleanTech Venture Network on the trends and results of financing in the clean energy arena.

Special Session: Financing Special Situations

1:45 – 3:00 PM

John McKenna, Managing Director, Hamilton Clark & Co. and Scott Brown, Managing Director, New Energy Capital. A number of companies in the energy technology sector have advanced beyond early-stage private equity. Technology “risk” has diminished and commercialization/roll-out is now the challenge. Learn how these more mature companies and business plans are being financed with less equity give-up, how to approach hedge fund investors and how “product financing”, “project financing” and “AiM financing” can be mobilized.

Special Session: Going Beyond Venture Capital and Project Financing: Strategic Alliances and Mergers and Acquisitions

1:45 – 3:00 PM

Alison Freeman-Gleason, Heller Ehrman and Robert O'Connor, Wilson Sonsini Goodrich & Rosati will lead an overview exploration and discussion of strategic alliances, which often includes licensing, and mergers and acquisitions with an emphasis on case studies.

California Energy Commission Energy Research Program Overview

3:15 – 4:15 PM

Art Rosenfeld, Commissioner, and Martha Krebs, PIER Program Manager, California Energy Commission, will provide an overview of the Public Interest Energy Research Program and the role it plays in clean energy technology investments.

Five of the Hottest NREL Technologies

4:15 – 5:00 PM

Dave Christensen and Richard Bolin, Technology Transfer, National Renewable Energy Laboratory will provide insights into five of NREL's hottest technologies available for licensing.



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National Association of Clean Energy Business Incubators Update

5:00 – 5:15 PM

Richard Amato, Chair of the National Association of Clean Energy Business Incubators will provide an update on the activities of the association.

Forum Presenters Session: Forum Logistics and Presentation Tips

5:15 – 6:00 PM

Jim Robbins, Director, Environmental Business Cluster will provide helpful logistical information and presentation hints to Forum Presenters. Topics will range from the strategic errors to avoid while addressing panelists, including helpful tips on following-up with investors, to the details of loading and operating power point presentations, availability of podiums, and clock/timer procedures.

Welcome Reception

7:00 – 9:30 PM

Don't miss our kick-off reception featuring Ralph Cavanagh, Natural Resources Defense Council Energy Program Co-Director who will welcome participants and share perspectives on clean energy advancement and investing to the Bay Area. NREL Forum Chair; Marty Murphy will also introduce our 2005 Investor Panel. Come join us for a casual reception with hors d'oeuvres and mingle with investors, entrepreneurs, and energy executives.

Tuesday, November 8, 2005

Continental Breakfast and Registration

7:00 – 8:00 AM

Forum Panelists Session: Logistics Briefing

7:30 – 7:45 AM

L. Marty Murphy, Forum Chairman and Manager of the Enterprise Development Program, NREL will provide logistical information for panelists.

General Session Commencement

8:00 – 8:45 AM

Welcome:

*Pramod Kulkarni, Forum Co-Chair and Manager of Technology Assessment & Commercialization, CEC
L. Marty Murphy, Forum Chairman and Manager of the Enterprise Development Program, NREL*

Introductions:

Bobi Garrett, Associate Director, Planning and Technology Management, NREL

Opening Remarks:

Clay Sell, Deputy Secretary, U.S. Department of Energy (INVITED)

Keynote Address:

Joe Desmond, Chair, California Energy Commission



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Company Presentations

8:45 – 10:05 AM

Break

10:05 – 10:20 AM

Company Presentations

10:20 – 12:15 PM

Luncheon

12:15PM – 1:30 PM

Introductions:

Bobi Garrett, Associate Director, Planning and Technology Management, NREL

Luncheon Panel Discussion:

Art Rosenfeld, Commissioner, CEC, will lead a panel discussion on the the California Clean Energy Fund (CalCEF). CalCEF is a multifaceted private nonprofit, public benefit corporation formed to accelerate investment in new clean energy technologies in California. Panelists include Lisa Bicker (president of CalCEF), Tim Woodward of Nth Power and Dan Adler of CalCEF. Panel will discuss the status of CalCEF's current efforts, and how a new Angel Fund advances CalCEF's overall mission as well as the CEC role in fostering the establishment of this fund.

Company Presentations

1:30 – 3:00 PM

Break

3:00 – 3:15 PM

Company Presentations

3:15 – 5:00 PM

Networking Reception

5:00 – 7:00 PM

Wednesday, November 9, 2005

Continental Breakfast and Registration

7:00 – 8:00 AM

Forum Panelists Session: Logistics Briefing

7:30 – 7:45 AM

L. Marty Murphy, Forum Chairman and Manager of the Enterprise Development Program, NREL will provide logistical information for panelists.

Company Presentations – Group A

8:00 – 10:05 AM



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Company Presentations – Group B

8:00 – 10:05 AM

Break

10:05 – 10:20 AM

Company Presentations – Group A

10:20 – 12:20 PM

Company Presentations – Group B

10:20 – 12:20 PM

Awards Luncheon

12:20 – 2:00 PM

Join us in honoring the winners of the Clean Energy Entrepreneur of the Year Competition. Winners will be announced at the luncheon.

Luncheon Speaker:

Hank Habicht, CEO, Global Environment and Technology Foundation

Presentation of the Clean Energy Entrepreneur of the Year Awards:

Richard Amato, Chair, National Association of Clean Energy Business Incubators.

Closing Comments:

L. Marty Murphy, Forum Chairman and Manager of the Enterprise Development Program, NREL

Special Session: Angel and other Innovative Financing

2:30 – 3:30PM

Lisa Bicker (Cal CEF), Larry Fenster (Independent Angel Investor), Jay DeLong (Active Capital), and Doug Arent (NREL) will go beyond the CalCEF model discussed earlier. This panel will discuss the role of a range of investors in supporting early-stage technology development and moving technologies from the laboratory into the marketplace.

Special Session: Assessing and Quantifying Total Value When Using Clean Energy

3:30 – 4:00PM

Jane Pater, NREL, will discuss valuation techniques for clean energy technologies.